

## The Richmond Palladium

## And Sun-Telegram

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RUDOLPH G. LEEDS, Editor.

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Association of American Advertisers  
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Heart to Heart  
Talks.

By EDWIN A. NYE.

## DESIRE—WILL—SUCCESS.

What a man wants that he will get or  
be changed by the trying—Emerson.  
"I have been wanting to write to  
you," says my correspondent, "but  
hitherto have not had the time."

I take my friend's words with a  
grain of salt.  
If he really had wanted to write to  
me—not being ill nor unusually en-  
gaged—he would have found the time.

"My dear, I have been wanting to  
call on you for an age," says the  
visitor, "but you know I have been al-  
together busy."

And the friend understands that her  
caller has not wanted to call or she  
would have done so.

What one wants to get.  
A strong desire puts the will power  
into action. A whole-hearted wanting  
of a thing is a leverage in getting it.

Here is the formula:  
Desire + will = success.

The formula is as true, other things  
being equal, as is the law of physics  
respecting a moving body. In order to  
find the impact or striking force, of a  
moving body you multiply the velocity  
of the body by its weight.

So of accomplishment.  
Multiply a real want by a real will  
power and you will get the impact of  
effect upon the thing desired.

One of my friends, hearing of a mu-  
tual friend who at the age of forty,  
though married and with a family to  
support, entered a university, said:  
"I wish I could do that. I have al-  
ways wanted a classical education."

He did not want it!  
If he very much wanted that educa-  
tion he would get it. The man who  
thus excused himself from trying was  
rich and a bachelor.

Mostly we get what we want.  
Miracles aside, nothing can defeat  
the divine combination of wishing and  
willing.

And—  
As Emerson says, if in the extreme  
exception we do not get our desire we  
are thereby changed into something  
stronger and better.

We get what we want badly enough  
to try hard enough to get it.

Taking No Chances.  
Grown old in the service of his mas-  
ter and mistress, James was a privileged  
retainer.

He was waiting at table one day  
when a guest asked for a fish fork.  
Strangely enough, the request was ig-  
nored.

Then the hostess noticed the episode  
and remarked in a peremptory man-  
ner:

"James, Mrs. Jones hasn't a fish  
fork. Get her one at once!"

"Madam," came the emphatic reply,  
"last time Mrs. Jones dined here we  
lost a fish fork."

James has now been relegated to  
the garden.—New York Globe.

METHODIST MINISTER RECOM-  
MENDS CHAMBERLAIN'S  
COUGH REMEDY.

Rev. James A. Lewis, Milaca, Minn.,  
writes: "Chamberlain's Cough Remedy  
has been a needed and welcome  
guest in our home for a number of  
years. I highly recommend it to my  
fellows as being a medicine worthy  
of trial in cases of colds, coughs and  
croup." Give Chamberlain's Cough  
Remedy a trial and we are confident  
you will find it very effective and con-  
tinue to use it as occasion requires for  
years to come, as many others have  
done. For sale by all dealers.

He Was Practical.  
"I tried a number of educated office  
boys," said a New York business wo-  
man, "and they wouldn't do. They  
knew a lot of things that I didn't need  
in my business and none of the things  
that I did need, so I put an ad. in the  
papers, and a free-lance fellow called  
"I'm Mugsy Cutliffe," said he  
"Well," I said

"Gee," said he, "ain't you heard of  
me? Why, I'm the guy that worked  
out how to go to Coney Island on  
transfers with one nickel. I had me  
pitcher in dub poppers."

"Practical! That's the word. Prac-  
tical! There never was an office boy  
like that red-headed kid."—Cincinnati  
Times-Star.

## Two Competent Men.

John F. Thompson of the Richmond high school faculty, a thor-  
oughly experienced and competent educator, has been appointed temporary  
principal of the high school, to take up his duties this month, when  
Principal Neff retires, and serve until the end of the school term, next  
June. The school board also announces that before the opening of the  
schools next fall a permanent principal of the high school will be se-  
lected.

The Palladium believes that the school board can find a man fully  
qualified to permanently succeed Mr. Neff if its members peruse the ro-  
ster of the high school faculty as now constituted. The two instructors  
that have been connected with the institution the longest are John F.  
Thompson, now assistant principal and dean of the faculty, and F. L. Tor-  
rence. Each of these men has proved by long and highly satisfactory  
service that he could fill the important office in a most competent man-  
ner.

## Selling Liquor to Minors.

The grand jury the past month performed an excellent public service  
in returning indictments against saloonkeepers who have been guilty of sell-  
ing liquor to minors, but as a further step to check this practice the au-  
thorities should vigorously prosecute minors who enter saloons and se-  
cure liquor by misrepresenting their age. It is unfair to shoulder all the  
blame on the saloon keepers.

As a general rule the saloons in this city refuse to sell to any one  
the proprietors or bartenders know to be minors, but frequently they  
mistake a minor to be of age, and there have also been numerous cases  
where minors when questioned as to their age have told deliberate false-  
hoods. This is a misdemeanor and in such cases, when a saloonist dis-  
covers he has been imposed upon, he would reflect much credit on him-  
self and benefit the whole community by filing complaints with the  
police.

## Why Beef Prices are High.

The denial made by your butcher to your charge that beef prices  
were going up because of a conspiracy between the butchers and pack-  
ers and his counter charge that the decrease in the supply of cattle is  
primarily responsible for the steady advance in the market price, appear  
to be substantiated by a recent report of the agriculture department  
which shows the supply of cattle last year was the smallest in many  
years, so the inference must be drawn from this report that beef prices  
soar, for the most part, in compliance with the law of supply and de-  
mand.

The cattle breeder and the farmer are directly charged for the  
alarming decrease in the supply of cattle in this country, for the gov-  
ernment declares this shortage is due to the practice of killing calves for  
the market, thereby depleting the middle western pastures and the west-  
ern ranges of marketable cattle.

According to the government report, the total number of cattle in the  
United States on Jan. 1 was 36,030,000, compared with 37,260,000 last  
year, a decrease of 1,230,000, or 3.3 per cent. A most astonishing loss is  
shown in comparison with previous years, there being a shortage of  
about 14,000,000 as compared with 1908, due mainly to overmarketing in  
the last few years and the drought of last year which forced an unusual  
number of range animals to market.

Supplies of hogs decreased 4,232,000, or 6.5 per cent, as compared  
with last year, while sheep are off 880,000 head, or 1.7 per cent. Small  
increases are shown in the number of horses and mules.

J. Ogden Armour, head of the Armour Packing company, in discuss-  
ing the decrease of the cattle supply said: "The present shortage of cat-  
tle is in a large measure responsible for the high cost of living. The cat-  
tle raisers of the West are not allowing their herds to grow to a  
marketable size."

"There should be a law in the United States which would prohibit  
the killing of calves. Such a law as this, I believe, is in force in South  
America, with the result that their herds are rapidly overshadowing ours.  
The people of the United States consume more veal than any other nation  
in the world, and the price here is higher. As a matter of fact it is  
ridiculously high, but the demand far exceeds the supply and this results  
in the killing of the young cattle."

## This Date In History

## FEBRUARY 1.

1757—John Philip Kemble, famous  
English actor, born. Died Feb. 26,  
1823.

1842—Reception given in Boston in  
honor of Charles Dickens.

1848—A convention at Madison ac-  
cepted a constitution for Wisconsin.

1865—Gen. Sherman left Savannah  
on his northward march.

1893—American protectorate estab-  
lished in Hawaii.

1912—Mr. Bonzano appointed by  
the Pope as Apostolic Delegate at Wash-  
ington.

THIS NURSE KNOWS.  
"Of all the medicine ever used I  
freely say that for superior merit  
there is none so good as Blackburn's  
Cascara-Royal-Pills for constipation,  
coated tongue, bad blood, stomach,  
liver and bowel disorders."—Mrs. C.  
C. Ackerman, Council Bluffs, Iowa.  
Sold by all drug stores. 10c and 25c.  
—advertisement

## SMILE WHEN YOU LOSE.

Then Brace Up and Start Right in to  
Become a Winner.

Be as good a loser as you are a win-  
ner—a hard task to set a man, but  
not an impossible one. Many have  
met it. Those who have are those who  
win more than they lose, for nothing  
inspires success or victory like calm-  
ness in defeat or coolness under stress.  
It is true in business, in politics, in  
sports, in any sphere of competitive  
endeavor.

Not only that, but nothing is quite  
as disconcerting to one's opponent in  
one of life's contests as the ability to  
lose with a smile and well directed ef-  
fort to regain the lost. Any man who  
has run a foot race or boxed or wrest-  
led or played ball knows that.

But nobody has any time for the  
man who is forever lamenting his own  
loss or defeat. The world simply cred-  
its him with being what it terms a  
"grouch," which means a poor loser,  
and passes him by for a more agree-  
able man. Any one can be a good win-  
ner, but it takes a man to be a good  
loser.

The philosophy of life itself teaches  
that in all of its precepts. Some one  
has to lose. It may as well be you,  
perhaps, so far as the good of the  
world goes, as your neighbor. It  
makes for selfishness to keep that  
in mind.—Omaha Bee.

## Losing Hair? Go To Your Doctor

Ayer's Hair Vigor is composed of sulphur, glycerin, quinine, sodium  
chloride, capicum, sage, alcohol, water, perfume. Not a single  
injurious ingredient in this list. Ask your doctor if this is not so.  
A hair tonic. A hair dressing. Promptly checks falling hair. Com-  
pletely destroys all dandruff. Does not color the hair.

## FARMER'S WIFE

## HAD HEAP TO DO.

Mrs. Shepherd Was in Bad Shape  
When She Could Not Stand on  
Her Feet.

Durham, N. C.—"I am a farmer's  
wife," writes Mrs. J. M. Shepherd, of  
this city, "and have a heap to do."

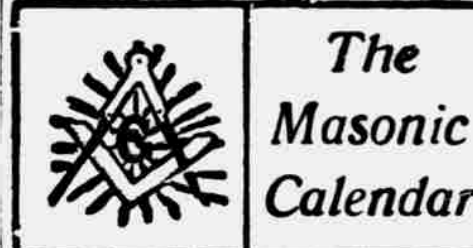
"Four months ago I could not stand  
on my feet, to do anything much, but it  
is in your system, as my doctor  
told me, with Cardui, the woman's tonic,  
that I cannot do anything but  
stand."

"You don't know how I thank you  
for the Cardui Home Treatment. I wish  
that all women who suffer from woman's  
trouble would treat themselves as I have.  
Ladies can easily treat themselves with  
Cardui, the woman's tonic, for it is so  
easy to take, and so gentle in its  
action, that it cannot do anything but  
good."

Being composed exclusively of vege-  
table ingredients, Cardui cannot harm  
you in any way. It is a natural drug,  
and its ingredients, having no  
poisonous or perfectly harmless, Cardui  
is just what you need.

Write for Cardui, the woman's tonic,  
to J. C. Ayer & Co., Lowell, Mass., or  
to your druggist. He will tell you  
more.

(Advertisement)



## Monday—Richmond Commandery

No. 8, K. T. Stated Conclave.

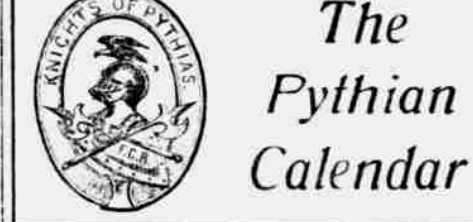
Tuesday—Richmond Lodge No. 196,  
F. & A. M. Stated Meeting.

Wednesday—Webb Lodge No. 24, F.  
& A. M. Called Meeting. Work in Mas-  
ter Mason Degree. Refreshments.

Thursday—Wynne Council, No. 10,  
R. & S. M. Stated Assembly.

Friday—King Solomon's Chapter  
No. 1, R. A. M. Called Convocation.

Work in Royal Arch Degree. Re-  
freshments.



## Coeur Le Lion Lodge meets every

Tuesday night. Next Tuesday Feb. 4th  
the district deputy will be present to  
exemplify the secret work of the new  
ritual.

## The Flag at Trenton.

The flag that Washington had with  
him when he crossed the Delaware to  
attack Trenton was not the "stars  
and stripes." Washington crossed the  
Delaware in December, 1776, and the  
stars and stripes did not have an ex-  
istence until the June of 1777, when it  
was voted into being by the congress.  
The flag that waved over General  
Washington on his way to and from  
Trenton consisted of thirteen stripes,  
alternated red and white, as at present,  
with a blue canton emblazoned with  
the crosses of St. George and St. An-  
drew, as in the British flag. The first  
time the present stars and stripes were  
flung to the breeze was on the day of  
the battle of Oriskany at Fort Stan-  
wix, Aug. 6, 1777.—New York Ameri-  
can.

## Bad Shots.

A certain Yankee was during through  
Devonshire, and, calling at an inn, he  
ordered some of the famous cider. Not  
finding it to be what he had expected,  
he inquired how it was made.

"Oh," said the publican, "we stood  
a barrel of water at one end of a room  
and threw apples at it."

"This was a general laugh, but the  
Yankee was equal to the occasion.

"Was," he said, "I guess you didn't  
hit it very often."—London Ideas.

Ways of the Oyster.  
Oysters after they have been brought  
away from the sea know by instinct  
the exact hour when the tide is ris-  
ing and approaching their beds and  
so of their own accord open their  
shells to receive the food from the  
sea as if they were still at home.—  
London Telegraph.

It Reminded Him.  
"I have seen in my journeys several  
tribes," said the traveler, "who vol-  
untarily undergo all sorts of self in-  
flicted lacerations."

"That's nothing," answered Mr. Tutt.  
"I know a lot of people who insist on  
shaving themselves."

CONGRATULATIONS TO:  
Gertrude Coshlan, popular actress,  
37 years old today.

Warren S. Stone, head of the Inter-  
national Brotherhood of Engineers, 53  
years old today.

Frederick D. Underwood, president  
of the Erie railroad, 51 years old to-  
day.

Dr. G. Stanley Hall, president of  
Clark University, 67 years old today.

Rt. Rev. J. N. McCormick, Episcopal  
bishop of Western Michigan, 50 years  
old today.

Victor Herbert, bandmaster and  
composer, 54 years old today.

Congressman William W. Rucker, of  
the Second Missouri district, 58 years  
old today.

A Coral Pipe.  
While a United States warship was  
off Barbados a few years ago a sailor  
who was amusing himself fishing for  
sharks brought up from the depths a  
long "churchwarden" pipe that evi-  
dently had been lying at the bottom of  
the sea for a hundred years or more.  
It was unbroken and had either been  
accidentally dropped overboard or  
washed out of some old wreck. The  
coral insects had seized upon it and  
covered the long stem with delicate,  
lacy-like branches and the bowl with  
fine "vermilion" work. So completely  
was it covered with the coral coating  
that it was impossible to determine  
the original material of the pipe. Oddly  
enough, the inside of the bowl had  
been left untouched and still showed  
the stains of fire and nicotine.—New  
York Press.

## Sunday Services

## At the Churches

St. Andrew's Catholic—Fifth and  
South C streets. Mass at 7:30; High  
Mass at 9:45; Vespers, sermon and  
benediction at 3 o'clock. Rev. Frank  
A. Roell, rector.

St. Mary's Catholic—Masses every  
Sunday at 7:00, 8:00, 9:00 and 10:30.  
Vespers and Benediction every Sunday  
at 5:00 p. m. Rev. Father Cronin, rec-  
tor.

St. Paul's Episcopal—Holy Commu-  
nion every Sunday 7:30 a. m. Also on  
first Sunday of each month, 10:30 a. m.  
Sunday school 9:15 a. m. Morning  
prayer and sermon 10:30 a. m. Even-  
ing prayer and sermon 5 p. m. Saints  
Days. Holy Communion 9 a. m. Other  
days by appointment. Rev. John S.  
Lighthour, rector.

Central Christian Bible School—  
Commercial Club rooms, corner North  
9th and A streets. School meets at  
9:05 each Sunday morning. Chas. F.  
Roland, Supt. Classes in all depart-  
ments. Everybody cordially invited to  
attend. Communion will be served im-  
mediately following this service.

First Presbyterian Church—Rev.  
Thomas J. Graham, pastor. Sabbath  
school 9:15 a. m. Miss Ella Winches  
Supt. Divine worship 10:30 a. m.  
Sermon by the pastor. Vespers 4:45  
p. m. Address by Rev. George H. L.  
Beeman of Greencastle, Ind. Prayer  
meeting Thursday 7:30 p. m. This  
church invites folks to come and be-  
come.

North A Street Friends—First day  
school at 9:15 a. m. Meeting for wor-  
ship 10:30 Wednesday 7:30. Captain  
and Mrs. Deuter will give a talk on  
some of the conditions in this city. On  
Friday the Ladies Aid Society meets  
with Mrs. Charles Moore, West Rich-  
mond. All are welcome to all of these  
meetings and services.

Boston Universalist—Rev. Martha  
G. Jones will preach at the Boston  
Universalist church on Sunday, Feb.  
2 at 11 a. m. Sunday school at 10 a. m.

First Church of Christ, Scientist—  
North A, between 14th and 15th Sts.  
Subject, Love, Sunday school at 9:30  
a. m. Services at 11 a. m. Wednesday  
evening testimonial meeting at 7:45.  
Public cordially invited. Reading room  
1417 North A street, located in south  
end of church edifice, open daily ex-  
cept Sundays and legal holidays from  
1:00 to 5 p. m.

The Universalist Church—Services  
in Masonic Temple (2nd floor) at 7:30  
p. m. Sunday. The pastor, Rev. H. L.  
Haywood will preach on the subject:  
"What Is It To Be a Christian." En-  
trance opposite the post office. You  
will be welcome.

First Baptist Church—North Ele-  
venth, near Main street, W. O. Stovall  
pastor. Worship with preaching by the  
pastor Sunday at 10:40 a. m. and  
10 p. m. Sunday school 9:15 a. m.  
and 2:30 p. m. Young People's  
meeting 6:45 p. m. Prayer and Cove-  
nant meeting Tuesday 7:30 p. m.

Ministerial Association—Meets Mon-  
day 10:00 a. m. in parish house of St.  
Paul's Episcopal church. Rev. B.  
Earle Parker will lead in the discus-  
sion of the First chapter of Prof. Wal-  
ter Rauschenbusch's book "Christi-  
anity and the Social Crisis."

County Jail—Services Sunday after-  
noon under direction of Rev. M. S.  
Kenworthy.

Whitewater Friends—N. Tenth St.  
The evangelistic meetings have con-  
tinued through the week with good in-  
terest. We are expecting a great Sab-  
bath. All the services will be along  
evangelistic lines. Preaching at 10:30  
and 7:30. Mrs. Branson and her brother  
Earl Folger will sing at both ser-  
vices. Miss Alma Getz will sing at  
the morning service. A true blood  
pastor.

First Methodist Church—corner of  
Main and Fourteenth streets, R. Earle  
Parker, Minister. Sunday School at  
9:15; Public Worship, 10:30; Class  
Meeting, 11:45; Junior League, 2:00;  
Class Meeting, 6:30; Epworth League  
6:30; Public Worship, 7:30. Rev.  
Fred Fisher, formerly pastor of the  
First Methodist church, Boston, Mas-  
sachusetts, will speak at the evening service.  
Good music and a cordial welcome to  
all.

Reid Memorial—S. R. Lyons, pastor.  
Sabbath School at 9:15 a. m. F. B.  
Myrick, Superintendent. House of  
Worship, 10:30 and 7:30. Sermons by  
the pastor.

First English Lutheran Church—  
Cor. Eleventh and South A streets.  
E. G. Howard, pastor. Morning wor-  
ship at 10:30 a. m. Evening service  
at 7:30. Preaching by the pastor;  
special music by the Junior choir.  
Sunday school at 9:00 a. m. Dr. A.

Grace Methodist Church—Cor. 10th  
and North A streets, Arthur Cates,  
pastor. Sunday school 9:15, T. A. Mott  
Supt. Public worship 10:30. Sermon by  
the pastor. Epworth League vespers  
4:30. Class meeting 6:30. At 7:30 Miss  
Christine Tilling will speak on Tem-  
perance. Miss Tilling is the lecturer  
in the department of Scientific Tem-  
perance Instruction in the National  
W. C. T. U.

Second English Lutheran—Cor. N.  
W. Third and Pearl, C. Raymond Isley  
pastor. Sunday school 9:15 a. m. Morn-  
ing worship 10:30 a. m. Evening ser-  
vice 7 p. m. J. F. Marlette of Hanna  
Divinity school at Springfield, O., will  
preach. The Thursday evening pray-

er meeting will be set aside next week  
for a special called meeting of every  
member of the congregation on Wed-  
nesday evening at 7:30, Feb. 5th, when  
Mr. Harry B. Gerhardt of Springfield,  
will bring us a message.

West Richmond Friends—Murray S.  
Kenworthy and Elbert Russell, pas-  
tors. Bible school 9 a. m. E. P. True-  
blood, Supt. Meeting for worship 10:30  
a. m. Elbert Russell in charge. Inter-  
mediate C. E. 2:15 p. m. Elanor Bal-  
lard, leader. Christian Association 7  
p. m. Rubie Jones leader. Ladies Aid  
Tuesday afternoon. Meeting of Young  
Friends in Library at 6:30 p. m. Mid-  
week meeting for worship Thursday  
7:30 p. m. Visitors cordially welcom-

SHE WAS GOING TO DIE.  
Then Something Happened That Made  
the Sick Girl Well.

An Atchison young lady had been  
ill for some time and finally became  
much depressed. She told a married  
sister, who was assisting in caring for  
her, that she knew she was going to  
die, and that she might as well distrib-  
ute her possessions. "I'll give you my  
coral beads," she said to the married  
sister, "but Mary is to have my dia-  
mond ring because you have had sev-  
eral diamonds given to you by your  
husband."

The sick girl expected the married sis-  
ter to fall on her neck and weep, not  
only at the sadness of her impending  
and untimely death, but because of her  
generosity in the matter of her corals.  
So it was no wonder that every nerve  
in the invalid's body was jarred by the  
married sister's answer: "Well, of all  
the nerve! Giving me your little string  
of cheap corals! Why, they cost only  
\$20, while your diamond ring is worth  
every bit of \$250. It makes me tired,"  
the married sister continued in excited  
tones, "the way you indulge Mary.  
Why, she's at a party this very min-  
ute, and I'm slaving here with you.  
As for my diamonds, didn't I help my  
husband serup and save?"

But right here the sick young wo-  
man, buoyed up by righteous indigna-  
tion, her blood pumping through her  
veins with anger, sat up, put her feet  
firmly on the floor, got up and dressed.  
"You can take the train for home,"  
she said to the astonished mar-  
ried sister. "I'll just wear my dia-  
mond ring and corals myself a little  
while longer." This is a true story,  
and, although the incident occurred six  
months ago, the Atchison young lady  
hasn't been sick a minute since.—  
Atchison Globe.

Could You Do Better?  
"I was one of a party of four taking  
an early dinner at an open air restau-  
rant in Cologne on the Fourth of July  
several years ago," says a New York  
Tribune reader. "We sent a polite re-  
quest to the orchestra leader to play  
'The Star Spangled Banner' and were  
told that the composition was 'un-  
known.' We were surprised and vexed  
and talked a lot about the song, its  
origin, its beauty, and finally discov-  
ered that had the bandmaster played it  
we—all four of us—could have sung  
only 'la-la' to the second verse and all  
after it."

A Turkish Riddle.  
Here is an old Turkish riddle which  
has been handed down for many cen-  
turies and yet has never been an-  
swered: "There was once a beggar  
who always dreamed he was a pasha,  
and there was a pasha who always  
dreamed he was a beggar. Which was  
the happier?"

Success depends largely upon  
Good Health

In your race for success don't lose sight of the fact that only  
through good health can you attain success.  
The tension you must necessarily place upon your nerves, and the  
sacrifice of proper exercise you have to make at times must be  
balanced in some way.

## Dr. Pierce's Golden Medical Discovery

is the balancing power—a vitalizing power. It acts on  
the stomach and organs of digestion and nutrition, thus  
purifying the blood and giving strength to the nerves,<